

Sales Management Services

Level 6 – Interim Sales

What Is It?

The EBS Interim Sales service is designed to provide experienced sales professionals as interim workers delivering a hands-on approach to achieving your sales goals. This can be for a variety of reasons:

- Launching a new product.
- Speculating existing products to new markets without distracting existing sales teams.
- Filling a temporary gap in the sales structure.
- Reducing the workload of a busy business owner.

EBS can be your Sales Team or Sales Manager working with you to increase your sales.

What are the advantages to my organisation?

- Access to qualified and experienced sales and sales management professionals, typically with 20+ years of experience.
- A low cost approach to speculating new products or new markets or both without the need to embark upon an expensive recruitment process.
- A sales resource at short notice to cover for unexpected gaps in your sales team.
- Access to services which can implement changes to maximum effectiveness.
- A service specifically designed to help small to medium size businesses grow their top line with the minimum of risk.

What Is Included?

The EBS Interim Sales Service provides invaluable sales resources at short notice to help provide continuity to sales initiatives. To provide the best service we cover the following:

- **Initial one-to-one meeting** – this is an informal discussion to gain an understanding of the requirements and for you to address any specific areas of concern. After the meeting we will be able to fully assess the extent of work that may be needed and the costs involved.
- **An unexpected gap in your in your sales structure** – this could be at any level from Sales Director, through Sales Manager to Sales Executive. Whatever the position, we have access to experienced sales personnel who are able to operate at any level.
- **New product launch** – you may not wish to distract your current sales team from protecting and growing your core business. EBS will take the new product, develop a sales plan and take it into the market place for you, and even provide marketing support if needed.
- **New markets** – you may wish to speculate into new markets and may be uncertain of the potential success. EBS will undertake this without distracting your current sales team.

- **The Busy Business Owner** – having started the business up from scratch you are doing everything yourself; HR, Marketing and Sales. You're stretched to the limits and need some breathing space. Let EBS take the sales workload off your hands. EBS will grow your revenue streams to the point where you can recruit your own in-house sales team and can even help you through the recruitment process and get the right people.

Whatever your specific sales requirements, EBS can create an Interim Sales solution to meet your specific needs.

What Does It Cost?

The fees for the use of the EBS Interim Sales service will vary according to the extent of the work involved. An initial meeting would take place free-of-charge to listen to your needs and ideas after which an accurate assessment of the time required will be made, a firm quotation will follow.

EBS will always make sure to offer a best value for money proposition and will agree fee rates in advance and hold them for a specified period. Alternatively, where there is an agreed scope for a complete project, a fixed fee can be agreed in advance to cover all relevant activities and expenses.

The EBS Interim Sales programme is generally delivered on a day rate basis, currently charged at **£750/day + VAT**.

About EBS Sales Management Services

EBS Sales Management is a specialist area of service from EBS Management Resources, a multi-disciplinary provider of business support services to companies with 15 - 100 employees. Service portfolios are provided for the key functions of Human Resources, Occupational Health, Marketing, Sales and General Management. EBS clients cover a wide range of industries and include Dayla, Bucks Net Services, Nottingham Forest Football Club and Red Door Communications.

The complete set of sales management services includes:

- Level 1 - Sales Team Performance Audit
- Level 2 - Sales Management (including sales and management process definition)
- Level 3 - Sales Team Training including Customer Service
- Level 4 - Sales Management Coaching and Sales Executive Coaching
- Level 5 - Strategic Sales Management working at Board Level
- Level 6 - Interim Sales